

1) What is the name of your company's toxicology/drugs of abuse testing product or product line?

2) What substances does this product detect?

3) Which type of technology is this product grounded in? (analyzer, lateral flow, etc)

4) Is this product used in:

5) Intended volume use:

6) What is the throughput under optimal conditions?

7) What is the typical training time?

8) What is the price range?

9) What makes this product stand apart from others on the market?

Alere	Alere	Alere
San Diego (877) 441-7440 www.alere.com	San Diego (877) 441-7440 www.alere.com	San Diego (877) 441-7440 www.alere.com
ImmuTest	Signify ER	Triage Drugs of Abuse Panels
AMP/mAMP/MDMA/BAR/ BZO/COC/ MTD/OPI/OXY/ PCP/THC/TCA	AMP/MDMA/BAR/BZO/COC/ OPI/OXY/PCP/PPX/THC/TCA	AMP/BAR/BZO/COC/MTD/ OPI/PCP/THC/TCA
Colloidal Gold Immunoassay	Colloidal Gold Immunoassay	Colloidal Metal Immunoassay using Ascend technology
<input checked="" type="checkbox"/> hospital or other large lab <input checked="" type="checkbox"/> a physician's office <input type="checkbox"/> at the point of care <input type="checkbox"/> other	<input checked="" type="checkbox"/> hospital or other large lab <input checked="" type="checkbox"/> a physician's office <input type="checkbox"/> at the point of care <input type="checkbox"/> other	<input checked="" type="checkbox"/> hospital or other large lab <input checked="" type="checkbox"/> a physician's office <input type="checkbox"/> at the point of care <input type="checkbox"/> other
<input type="checkbox"/> high volume <input checked="" type="checkbox"/> intermediate or variable <input checked="" type="checkbox"/> low volume	<input type="checkbox"/> high volume <input checked="" type="checkbox"/> intermediate or variable <input checked="" type="checkbox"/> low volume	<input type="checkbox"/> high volume <input checked="" type="checkbox"/> intermediate or variable <input checked="" type="checkbox"/> low volume
Complete drug panel in 5 minutes	Complete drug panel in 5 minutes	Complete drug panel in about 10 minutes
< 30 minutes	< 30 minutes	< 30 minutes
Dependent upon testing volumes	Dependent upon testing volumes	Dependent upon testing volumes
Fast, easy, wide range of drugs detected.	Fast, easy, CLIA-waived.	Excellent clinical performance.

<p>Beckman Coulter Inc</p> <p>Brea, Calif (800) 526-3821 www.beckmancoulter.com</p>	<p>Beckman Coulter Inc</p> <p>Brea, Calif (800) 526-3821 www.beckmancoulter.com</p>	<p>Bio-Rad Laboratories</p> <p>Hercules, Calif (800) 224-6723 www.bio-rad.com</p>	<p>Phenomenex</p> <p>Torrance, Calif (310) 212-0555 www.phenomenex.com</p>
<p>AU Systems</p>	<p>UniCel DxC Synchron Systems</p>	<p>Liquichek™ Qualitative Urine Toxicology Control</p>	<p>Kinetex Core-Shell Technology</p>
<p>Amphetamins, barbiturates serum tox, barbiturates, benzodiazepine, benzodiazepine serum tox, cannabinoid 20 ng/50 ng/100 ng, cocaine metabolite, creatinine, Ecstasy, ethyl alcohol, LSD, methadone, methaqualone opiate 300 ng/2000 ng, Oxycodone, phencyclidine, propoxyphene, tricyclics serum tox, and more.</p>	<p>Amphetamins, barbiturates serum tox, barbiturates, benzodiazepine, benzodiazepine serum tox, cannabinoid 20ng/50ng/100ng, cocaine metabolite, creatinine, serum tox, Ecstasy, ethyl alcohol, LSD, methadone, methaqualone opiate 300 ng/2000 ng, Oxycodone, phencyclidine, propoxyphene, tricyclics serum tox, and more.</p>	<p>Drugs of abuse and their metabolites</p>	<p>Kinetex core-shell columns are designed for the quantification and/or qualification of small molecules such as drugs of abuse, biomarkers, and pharmaceuticals.</p>
<p>Primary chemistry analyzer</p>	<p>Primary chemistry analyzer</p>	<p>This product is not technology-specific.</p>	<p>HPLC, UHPLC, LC/MS, LC/MS/MS</p>
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<p><input checked="" type="checkbox"/> high volume <input checked="" type="checkbox"/> intermediate or variable <input type="checkbox"/> low volume</p>	<p><input type="checkbox"/> high volume <input checked="" type="checkbox"/> intermediate or variable <input type="checkbox"/> low volume</p>	<p>N/A. This is a quality-control product. The time to result is based on the throughput of the test. This product cannot change that.</p>	<p><input checked="" type="checkbox"/> high volume <input checked="" type="checkbox"/> intermediate or variable <input checked="" type="checkbox"/> low volume</p>
<p>AU480 – up to 400 tests/hour, AU680 – up to 800 tests/hour, AU5810 – up to 2,000 tests/hour, AU5820 – up to 4,000 tests/hour, AU5830 – up to 6,000 tests/hour, AU5840 – up to 8,000 tests/hour</p>	<p>DxC – up to 450 tests/hour on the cartridge side</p>	<p>Not applicable. This is a quality control product. The time to result is based on the throughput of the test. This product cannot change that.</p>	<p>Kinetex core-shell columns are available in four scalable particle sizes and a variety of dimensions that allow for extremely high throughput and performance under each lab's technique of choice (HPLC, UHPLC, MS, MS/MS).</p>
<p>About 4 days</p>	<p>About 4 days</p>	<p>N/A</p>	<p>Installation of each Kinetex core-shell column is easy, quick, and should take the same amount of time as any other HPLC or UHPLC column. In addition, there are numerous installation, care, and application support notes up on www.phenomenex.com to help out.</p>
<p>Varies by GPO contract pricing</p>	<p>Varies by GPO contract pricing</p>	<p>N/A</p>	<p>The analytical price range is roughly \$300 to \$750, while the preparative purification size range is a bit higher.</p>
<p>Assay sensitivity and specificity, broad menu offering, and proven methodology</p>	<p>Assay sensitivity and specificity, broad menu offering, and proven methodology</p>	<p>This liquid, ready-to-use product contains 17 common drugs of abuse or their metabolites at a negative and positive level. The insert includes qualitative (+/-) results for popular kits and recovery values by confirmatory test methods. Liquichek Qualitative Urine Toxicology Control has a 3-year shelf life and can be stored at 2°C to 25°C for up to 30 days after opening.</p>	<p>Kinetex Core-Shell Technology produces increased efficiencies over traditional, fully porous columns on the market, yielding remarkable chromatographic resolution, higher peak capacities, and greater sensitivity, so labs can get the most out of every HPLC/UHPLC analysis.</p>

Phenomenex Torrance, Calif (310) 212-0555 www.phenomenex.com	Phenomenex Torrance, Calif (310) 212-0555 www.phenomenex.com	Psyche Systems Corp Milford, Mass (800) 345-1514 www.psychesystems.com	Siemens Healthcare Diagnostics Tarrytown, NY (800) 227-8994; www.usa.siemens.com/diagnostics
Strata-X-Drug SPE	Zebron ZB-Drug-1 GC Columns	WPTox - WINDOPATH TOXICOLOGY SOFTWARE	Emit II Plus Amphetamines Assay
Strata-X-Drug SPE sorbents are available for the extraction and analysis of both neutral and basic drugs of abuse.	Zebron ZB-Drug-1 is designed to test for a number of drugs-of-abuse compounds, including PCP, methadone, THC and synthetic cannabinoids, cocaine, amphetamines, opiates, benzodiadepines, barbiturates, and 6-MAM.	WPTox is a full-featured toxicology laboratory information system. WPTox includes specific workflow and functionality for capturing, properly classifying, and interpreting the presence and/or absence of prescribed and nonprescribed drugs, as well as drugs of abuse.	The Emit II Plus Amphetamines Assay is intended for the qualitative and semiquantitative determination of amphetamines in human urine at a cutoff value of 300 ng/mL, 500 ng/mL, or 1000 ng/mL.
Solid-phase extraction (SPE)	These products are part of an analytical solution for GC and GC/MS analysis. This column is MS Certified for low bleed, which allows chemists to reach ultra-low levels of detection for drugs of abuse.	WPTox can be used as a stand-alone toxicology information system or as part of a complete pathology laboratory solution.	This is an enzyme immunoassay reagent that runs on a variety of immunoassay analyzers such as the Viva series of drug testing systems and the AU series of clinical chemistry systems.
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Strata-X-Drug SPE sorbents are available in both tubes and 96-well plates to accommodate all levels of throughput. 96-well plates, designed for high throughput, can process 96 samples at once and can be automated.	Zebron ZB-Drug-1 columns are designed to improve quantitation and are available in narrow-bore IDs of 0.18 or less for fast GC analysis. Run times are up to 30% faster and more samples can be run per day, increasing throughput.	Psyche has not evaluated this metric. However, the capacity of the system varies only on number of user licenses and interfaced automation / instrumentation. Throughput is scalable from just a few specimens per day to thousands.	The throughput is determined by the instrument that the assay is run on.
Minimal training time is required. Phenomenex has consolidated extraction methods so that a single method can extract multiple drug classes, which minimizes the amount of technician training required.	Zebron ZB-Drug-1 columns take no additional time to install than a standard GC column and do not require extra training. GC Column Installation, Tips, and Tricks seminars are available from Phenomenex for chemists requiring assistance.	2 to 3 days	A Syva Technical Applications Specialist can install the assay on the analyzer and provide the necessary training for the lab in a few hours.
\$ 105 to \$635	\$240 to \$559. Typical columns from other manufacturers can range from upward of \$300. ZB-Drug-1 columns are priced to provide improved value and increased lifetime over traditional columns used for these applications.	\$20,000 to \$100,000	Please contact your Siemens Sales Specialist for more information.
Consolidated methods can be used to extract multiple drug classes, minimize the amount of training required, and reduce the risk of user-error. The sorbents are also QC-tested using drugs-of-abuse probes from actual urine samples, which mimics the way in which the product is used in real life.	The unique midpolarity phase improves separation of target analytes from common matrix interferences present in biological samples. The special deactivation procedure improves inertness over traditional columns used for drugs-of-abuse testing to provide better peak shape of acidic and basic drugs, allowing for more accurate quantitation and less rework.	The WPTox system executes special logic to determine whether the metabolites detected or not detected are consistent or inconsistent with the known info captured at the time of order. The system knows the expected pattern of results based on the presence or absence of multiple analytes. For example, if Valium is prescribed, the system knows that Metabolite A and Metabolite B, not just one or the other, must be present in order to validate the presence of the known prescribed drug.	Highly specific with minimal cross-reactivity to common over-the-counter cold medicines. Minimal cross-reactivity to commonly prescribed medications often used to treat obesity and narcolepsy.

Siemens Healthcare Diagnostics Tarrytown, NY (800) 227-8994; www.usa.siemens.com/diagnostics	Siemens Healthcare Diagnostics Tarrytown, NY (800) 227-8994; www.usa.siemens.com/diagnostics	Spartan Bioscience Inc Ottawa, Ontario, Canada (613) 228-7756, ext 2 www.spartanbio.com	Thermo Fisher Scientific Fremont, Calif (800) 232-3342 www.thermoscientific.com
Emit II Plus 6-Acetylmorphine Assay	Viva-E Drug Testing System	Spartan RX CYP2C19 System	Indiko Plus Clinical Chemistry Analyzer for Drug Monitoring in urine and oral fluid
<p>The Emit II Plus 6-Acetylmorphine Assay is intended for the qualitative and semiquantitative determination of 6-acetylmorphine in human urine at a cutoff value of 10 ng/mL. 6-acetylmorphine (6-AM) is a heroin metabolite.</p>	<p>The Viva-E Drug Testing System is an easy-to-use analyzer that provides a complete menu of Emit Assays for fast analysis of drugs of abuse, therapeutic drugs and immunosuppressants, as well as sample validity testing on a single benchtop analyzer.</p>	CYP2C19 *2, *3, and *17 mutations	<p>Amphetamine; amphetamine/Ecstasy; barbiturate; benzodiazepine; Buprenorphine; cocaine; Ecstasy; ethyl alcohol; ethyl glucuronide (EtG)*; fentanyl*; heroin metabolite (6-Acetylmorphine); methadone; methadone metabolite; opiate; Oxycodone; phencyclidine (PCP); T HC; OFT amphetamine; methamphetamine; cocaine; opiate; PCP; THC; creatinine; pH; specific gravity, general oxidant</p>
<p>This is an enzyme immunoassay reagent that runs on a variety of immunoassay analyzers such as the Viva series of drug testing systems and the AU series of clinical chemistry systems.</p>	<p>This is an immunoassay analyzer.</p>	<p>PCR, fluorescent detection, thermal cycler</p>	<p>Analyzer-based immunoassay</p>
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<p>The throughput is determined by the instrument that the assay is run on.</p>	<p>The throughput of the Viva-E Drug Testing System is 133 tests per hour for Emit Assays.</p>	<p>One patient per 60 minutes</p>	<p>Approximately 200 tests/hour</p>
<p>A Syva Technical Applications Specialist can install the assay on the analyzer and provide the necessary training for the lab in a few hours.</p>	<p>Siemens provides customers with an extensive 3-day training program.</p>	<p>2 hours</p>	<p>2 to 3 days on-site</p>
<p>Please contact your Siemens sales specialist for more information.</p>	<p>Please contact your Siemens sales specialist for more information.</p>	<p>Depends on testing volume</p>	<p>\$39,500 to \$50,000</p>
<p>The EMIT II Plus 6-Acetylmorphine Assay accurately detects heroin use, without cross-reactivity to morphine, morphine metabolites, and many common analgesics. Siemens offers a convenient and effective way to selectively test for heroin use and enables laboratories to adjust to changing testing requirements.</p>	<ul style="list-style-type: none"> • Easy to use: user-friendly interface based on Windows software • Efficient: liquid ready-to-use reagents stored on board; minimal calibration/control requirements; very little maintenance required • Effective: results ready in as little as 10 minutes • Features Syva Emit Assays – the gold standard in drugs-of-abuse testing • More than 45 years of experience on Emit Assays, creating a solid groundwork to support the daily work of labs 	<p>CYP2C19 results in 1 hour from a cheek swab</p>	<p>The Indiko Plus has the ability to run drugs-of-abuse tests for both urine and oral fluid. It can also run TDM and ISD assays.</p>